

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 01332 201129Z

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 013613

R 201100Z MAR 75
FM AMEMBASSY STOCKHOLM
TO AMEMBASSY LONDON
INFO SECSTATE WASHDC 4201
USDOC WASHDC
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 1332

LONDON FOR AMANDREWS; USDOC FOR BIC/OIM:AJCAYA

E.O. 11652: N/A

TAGS: BEXP, SW

SUBJECT: ELECTRONICS PRODUCTION & TEST EQUIPMENT EXHIBITION
(EIPT) (PROCUREMENT)

REF: STOCKHOLM 485

1. REFTTEL REPORTED TO EMBASSY AND TRADE CENTER THAT STC HAD RECEIVED LETTER DATED JANUARY 20 FROM ROLAND J. WALES, EUROPEAN MARKETING MANAGER, OPTICAL COATINGS LIMITED, EUROPEAN OPERATIONS, 11 DUKE STREET, HIGH WYCOMBE, BUCKINGHAMSHIRE, HP 13 6EE, STATING HE SEEKING SCANDINAVIAN REPRESENTATION.

2. IN VIEW OF SUBSTANTIAL PROCUREMENT PROBLEMS ENCOUNTERED BY OIM, STC AND LTC FOR THIS TANDEM SHOW, WE MADE SPECIAL EFFORT THIS CASE BY FORWARDING PROCUREMENT PACKAGE SUBJECT SHOW TO WALES BY LETTER DATED JANUARY 27 UNDER COVER DS-4 FOR TRANSMISSION BY YOUR COMMERCIAL ATTACHE TO FIRM SINCE DATA FIRM'S PRODUCT RANGE SUGGESTED EIPT SHOW IDEAL HIS PURPOSE.

3. ALTHOUGH STC HAS RECEIVED NO ACKNOWLEDGEMENT FROM WALES NOR COMMENT FROM LTC/OR OIM CONCERNING FIRM'S HOME
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OFFICE ATTITUDE ABOUT PARTICIPATION (AS WAS REQUESTED), WE

HAVE NOW BEEN AGAIN INFORMED BY CA HELSINKI THAT WALES HAS
TWICE INFORMED THAT OFFICE THAT HE HAS RECEIVED NO RESPONSES
HIS REPEATED INQUIRIES FOR ASSISTANCE.

4. STC WOULD APPRECIATE YOUR INVESTIGATING SITUATION AND
INFORMING THIS OFFICE YOUR FINDINGS. WHILE IT MAY NOW BE
TOO LATE INCLUDE WALES IN EIPT SHOW, WE MAY WELL RECEIVE
CONTINUING REQUESTS FOR ASSISTANCE HIS INTEREST PENETRATING
THIS MARKET.
STRAUSZ-HUPE

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NNN

Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Draft Date: 20 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
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Review Date: 25 JUN 2003
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Review Markings:

Margaret P. Grafeld
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